

Message Text

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ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-07 /018 R

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COM/BIC/OED/MEPD/JRHEAGEN

COM/BIC/OED/MEPD/JMSANDS

COM/BIC/OIM (INFO COPY)

EA/PRCM/RAHOLMES

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R 082324Z APR 75

FM SECSTATE WASHDC

TO AMCONSUL HONG KONG

UNCLAS STATE 080057

E.O. 11652: N/A

TAGS: BEXP, HK

SUBJECT: MAJOR PROJECT: SUBWAY

REF: (A) HONG KONG 3374; (B) HONG KONG 2665

1. INTERESTED LEARN CONGEN ASSISTING PULLMAN EFFORTS PURSUE ROLLING STOCK CONTRACT SINCE SUPPLY OF CARS, SIGNALLING SYSTEM, AND OTHER EQUIPMENT PRESENTS BEST OPPORTUNITY FOR U.S. EXPORTS AT THIS STAGE OF PROJECT.

2. DISAPPOINTED TO LEARN THAT HKG WILL NOT PROVIDE NAMES OF THIRD COUNTRY COMPETITORS. THEIR RELUCTANCE SOMEWHAT PUZZLING IN FACE EXPERIENCE WITH CONTRACTING AGENCIES WHICH USUALLY HAPPY DESCRIBE, OF NOT MAGNIFY, NUMBER OF INTERESTED FIRMS IN HOPES OF SHARPENING COMPETITION.

3. WHILE OTIS, WESTINGHOUSE, WABCO (US), ROHR, GRS, AND PULLMAN ARE WELL KNOWN AMERICAN MANUFACTURERS OF TRANSIT EQUIPMENT, OTHER COMPANIES LISTED IN REFTL (B) WERE UNKNOWN TO MEPD. WE HAVE BEEN ATTEMPTING IDENTIFY THESE FIRMS AND HAVE OBTAINED CREDIT REPORTS ON TELF ENTERPRISES AND A AND K RAILROAD MATERIALS. TELF
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REPORTEDLY ESTABLISHED IN 1973 TO IMPORT AND EXPORT

AUTOMOBILE PARTS, MARINE EQUIPMENT, OCEANOGRAPHIC EQUIPMENT
AND AGRICULTURAL PRODUCTS. FIRM SAID HAVE ONE EMPLOYEE,
KENT TELFORD, PRESIDENT. A AND K RAILROAD MATERIALS

REPORTEDLY ESTABLISHED IN 1967 AS WHOLESALER OF RAILROAD
TRACK. REPORT INDICATES FIRM HAS 3 MILLION DOLLARS
ANNUAL SALES, 247,000 DOLLARS NET WORTH, 30 TO 60
EMPLOYEES, CLEAR RECORD, GOOD CONDITION. BACKGROUND ON

OTHER COMPANIES WILL BE TRANSMITTED UPON RECEIPT. KISSINGER

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